























Scorecard >

1.0

Customer

| ADD

	Actual	Goal	As of Date
<u>Graduated Firms in the small business programs</u>			
 <u>Names & Dates of Firms Graduated</u>	6	n/a	FY06 Q3
<u>Small Business Enterprise Participation Statistics</u>			
<u>Percentage of value of contracts awarded to certified small businesses (cumulative)</u>	12 %	n/a	FY06 Q3
<u>Total \$ Amount of Open County Contracts (cumulative)</u>	\$6,515,613,978	n/a	FY06 Q3
<u>Total number of certified small business enterprises participating in county contracts</u>	685	n/a	FY06 Q3
<u>Value of contracts awarded to small business enterprises as prime contractors (quarterly)</u>	\$34,915,147	n/a	FY06 Q3
<u>Value of contracts awarded to small business enterprises as sub-contractors (quarterly)</u>	\$21,589,622	n/a	FY06 Q3
<u>Outreach/Workshops/Training/Certification/Mentoring Programs for Small Businesses</u>			
 <u>Outreach activities conducted to maintain and recruit small businesses in the County's small business programs</u>	18	13	FY06 Q3
 <u>Industry meetings held for SBEs</u>	4	2	FY06 Q3
 <u>MTA forums for CSBEs and SBEs</u>	3	1	FY06 Q3
 <u>Quarterly newsletters distributed</u>	0	1	FY06 Q3
 <u>Workshops/Seminars</u>	11	1	FY06 Q3
<u>Certification Statistics</u>	1,918	n/a	FY06 Q3
<u>Review Process to ensure clearly-defined performance expectations & standards - Bus Dev</u>			
<u>Community Workforce Plan (CWP) Review and Monitoring Process</u>	5	n/a	FY06 Q3
 <u>Days to complete construction compliance reviews (DBD)</u>	2	7	FY06 Q3
 <u>Days to complete procurement compliance reviews (DBD)</u>	15	6	FY06 Q3
 <u>Days to complete A/E compliance reviews</u>	5	12	FY06 Q3
 <u>Days to analyze construction, procurement & A&E projects for measures</u>	7	9	FY06 Q3
 <u>Days to review Schedule of Intent (SOI) Affidavit checklist</u>	2	2	Jun 2006
 <u>AAP applications >5M approved in compliance with Ordinance 98-30/Resolution 1049-93 (% goal)</u>	100 %	90 %	Jun 2006
 <u>AAP applications < 5M approved in compliance with Ordinance 98-30/Resolution 1049-93(% goal)</u>	100 %	95 %	FY06 Q3
 <u>Applications approved in compliance with A.O. 3-39 (PQC)</u>	100 %	85 %	Jun 2006
 <u>Applications approved in compliance with Ordinance 82-37 (A&E)</u>	100 %	90 %	Jun 2006
 <u>Turnaround time to process recertification applications for small businesses</u>	10	12	FY06 Q3
 <u>Turnaround time to process new certification applications for small businesses</u>	13	20	FY06 Q3
 <u>Change Order Review</u>	2	3	FY06 Q3
<u>Customer-friendly environment for regulated businesses and entities doing business with Miami-Dade County-DBD</u>			
<u>Administrative and Debarment Hearings</u>	0	n/a	FY06 Q3
 <u>Cone of Silence Reports</u>	13	13	FY06 Q3
 <u>Selection Committees</u>	30	19	FY06 Q3
 <u>Comprehensive Audits</u>	108	80	FY06 Q3
 <u>Site visits conducted</u>	447	360	Jun 2006

Bonding Assistance Program	42	n/a	FY05 Q3
Financial Assistance Program			
North Terminal Development Claims Program for CSBEs			

[Maximization of living wage opportunities for all Miami-Dade County residents - Bus Dev](#)

2.0 Financial	Actual	Goal	As of Date
Meet Budget Targets (Business Development)			
<input checked="" type="checkbox"/> Revenue: Total (Business Development)	\$2	\$2,210	FY06 Q2
Expen: Total (Business Development)	\$2,179	n/a	FY06 Q3
Filled/Vacancy Report			
<input type="checkbox"/> Filled Positions	93	101	FY06 Q3
<input checked="" type="checkbox"/> Temporary positions	3	0	FY06 Q3
Turnover rate	9 %	n/a	FY06 Q3
<input type="checkbox"/> Vacancy positions	9	0	FY06 Q3

3.0 Internal	Actual	Goal	As of Date
Technology projects completed as planned - Bus. Dev.			

4.0 Learning and Growth	Actual	Goal	As of Date
Retention of excellent employees - Bus. Dev.			
<input checked="" type="checkbox"/> Training/Seminars/Workshops - Departmental Level	25	6	FY06 Q3
Training/Workshops/Seminars - Divisional Level			

Scorecard Details >

Exception Report	Owners	Monitors	EXPLORE
Scorecard Name: Business Development	McGill, Marilyn McGriff, Sheri Alexander, Betty		
Description:	Thomas, Patricia Jackman, Marsha		
	Department of Business Development		

Parent Scorecards	Child Scorecards	LINKS
ACM Scorecard - Curry, Cynthia	Contract Review and Compliance	
	Business Assistance Division	
	Business & Professional Development Division	
	Administration & Finance Division (AFD)	
	Professional Support Services Division	
	Director's Office	

Business Development

Business Plan Report

Customer

Objective Name		Owner(s)
Maximization of living wage opportunities for all Miami-Dade County residents - Bus Dev		Alice Hidalgo-Gato Sheila Martinez Marilyn McGill Department of Business Development
Initiatives Linked To Objective	Owner(s)	GrandParent Objectives
Reduce ambiguity regarding the health benefit plans qualifying under the Living Wage Ordinance - CRC	Marilyn McGill	Lead the coordination of economic development activities throughout Miami-Dade County
		Parent Objectives
		(ED2.4) Maximization of living wage opportunities for all Miami-Dade County residents
Measures		Owner(s)

Objective Name**Owner(s)**

Review Process to ensure clearly-defined performance expectations & standards - Bus Dev

Betty Alexander Marilyn McGill Sheri McGriff

Initiatives Linked To Objective**Owner(s)****GrandParent Objectives**

Enable County departments and their service partners to deliver quality customer service

Parent Objectives

(ES1.1) Clearly-defined performance expectations and standards (priority outcome)

Measures**Owner(s)**

Community Workforce Plan (CWP) Review and Monitoring Process

Sheila Martinez Marilyn McGill

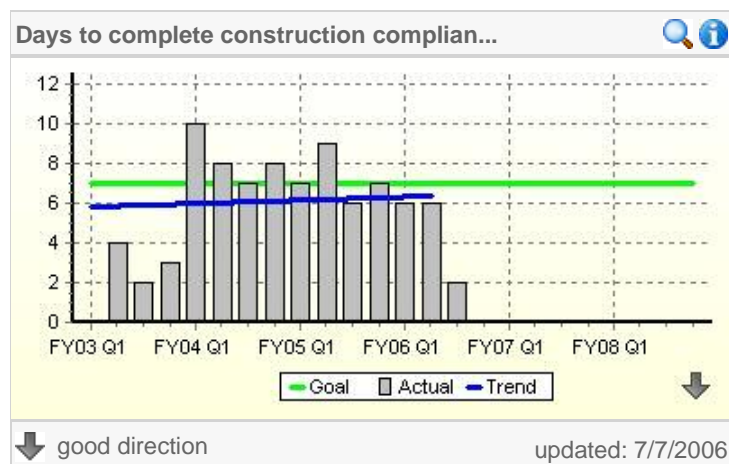
The Community Workforce Program (CWP) was developed to provide construction job opportunities in under-developed and under-served residential areas within Miami-Dade County defined as Designated Target Areas (DTAs). Construction projects found to be in DTAs are subject to a goal of no less than 10% wherein awarded contractors are required to hire the established goal percentage of their workforce from the respective DTA (where the project is located). Goals are based on the published census unemployment rate for the area. The criteria for meeting CWP requirements are: 1. Ensuring the project or work order (PWO) meets all CWP requirements by identifying that: a. Projects are located in a DTA. b. The estimated value of the project is \$250K. c. Trades that are to be completed will take longer than 30 days. (Timeline is included in the user department's estimated workforce plan for the project.) 2. Checking availability of workforce for the respective trades listed. 3. Entering project information into the ORACLE database on the CWP project information screen. 4. Preparing item for the County's Review Committee.

Performance Graph**Initiatives Linked To Measure****Owner(s)****Child Measures Linked To Measure****ACTUAL GOAL DATE**

Days to complete construction compliance reviews (DBD)

Betty Alexander Marilyn McGill

Compliance reviews are conducted by DBD for construction projects submitted to the Review Committee (RC) for the application of CSBE measures. It is DBD's goal to complete compliance reviews within seven (7) days.

Performance Graph**Initiatives Linked To Measure****Owner(s)****Child Measures Linked To Measure****ACTUAL GOAL DATE**

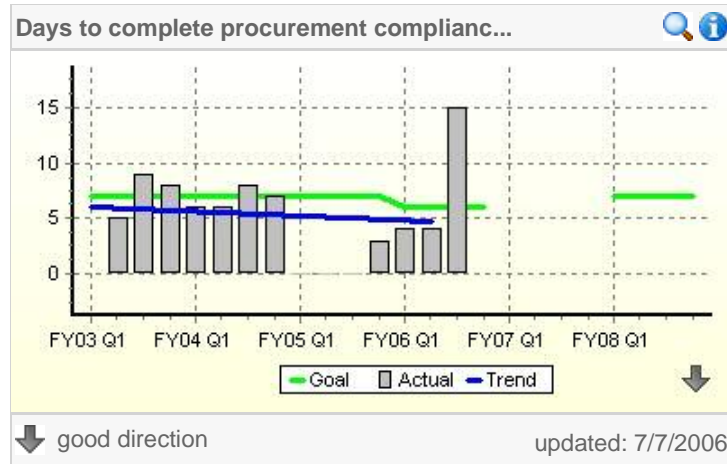
Number of construction submittals reviewed	31	n/a	FY06 Q3
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Days to complete procurement compliance reviews (DBD)

Betty Alexander Marilyn McGill

Compliance reviews are conducted by DBD for procurement projects submitted to the Review Committee (RC) for the application of SBE measures. It is DBD's goal to complete compliance reviews within seven (7) days.

Performance Graph



Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

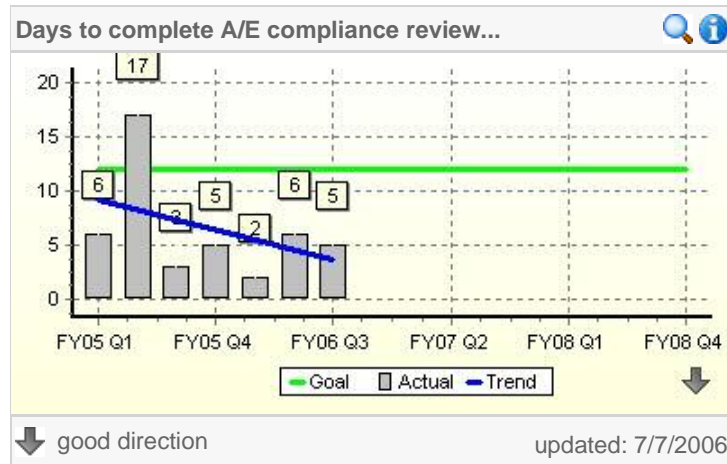
	ACTUAL	GOAL	DATE
Number of procurement submittals reviewed	94	n/a	FY06 Q3

Days to complete A/E compliance reviews

Betty Alexander Marilyn McGill

Compliance reviews are conducted by DBD for Architectural & Engineering (A/E) projects submitted to the Review Committee (RC) for the application of CBE measures. It is DBD's goal to complete compliance reviews within twelve (12) days.

Performance Graph



Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

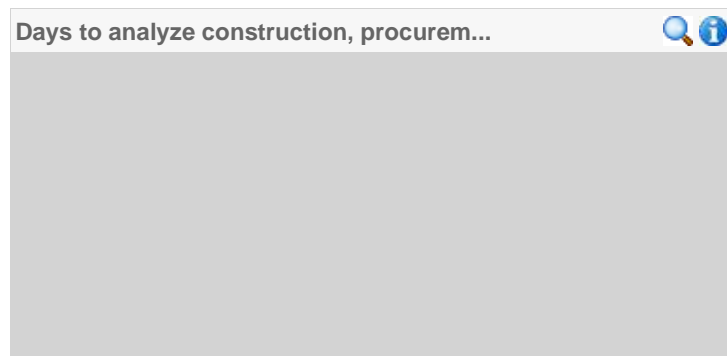
	ACTUAL	GOAL	DATE
Number of A&E submittals reviewed	82	n/a	FY06 Q3

Days to analyze construction, procurement & A/E projects for measures

Betty Alexander Marilyn McGill Alina Hudak

The goal is to analyze all county projects within 9 calendar days to apply CSBE, SBE, CBE, CWP measures

Performance Graph

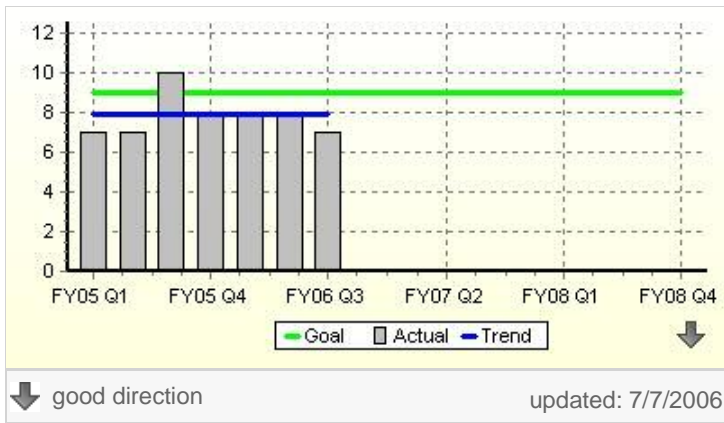


Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

	ACTUAL	GOAL	DATE
Number of Review Committee Submittals	252	n/a	FY06 Q3

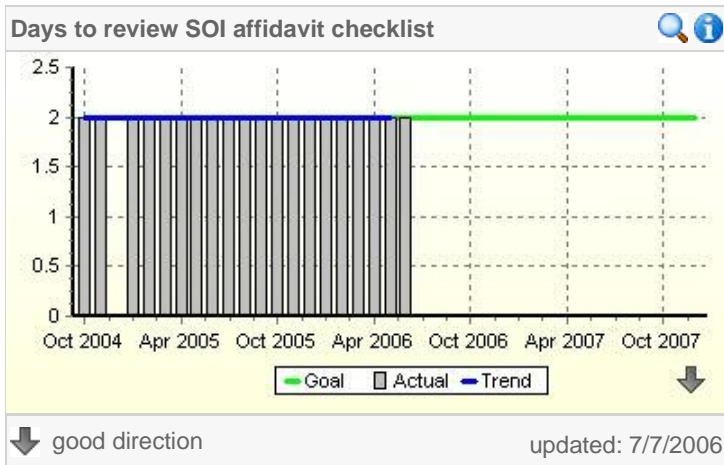


Days to review Schedule of Intent (SOI) Affidavit checklist

Betty Alexander Marilyn McGill

The SOI review process was instituted to allow contractors to correct defects on the SOI. The SOI affidavit must be submitted with bids as part of the process of identifying subcontractors that are likely to participate through application of small business measures.

Performance Graph



Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

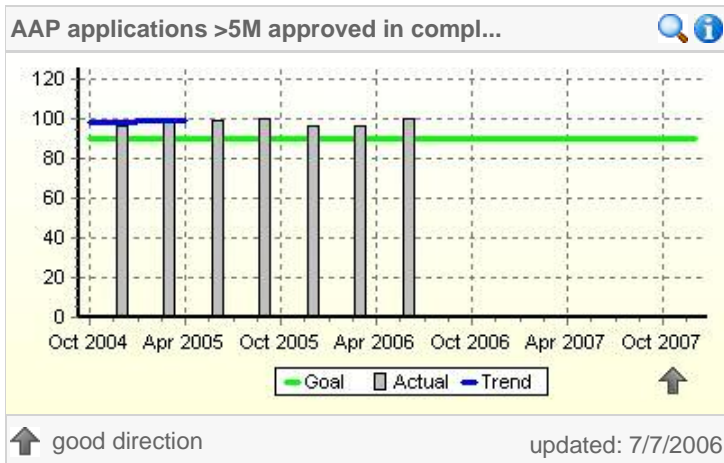
ACTUAL GOAL DATE

AAP applications >5M approved in compliance with Ordinance 98-30/Resolution 1049-93 (% goal)

Marilyn McGill Teresa Sands

Approve each AAP application with complete documentation within 10 business days to achieve a 95% goal.

Performance Graph



Initiatives Linked To Measure

Owner(s)

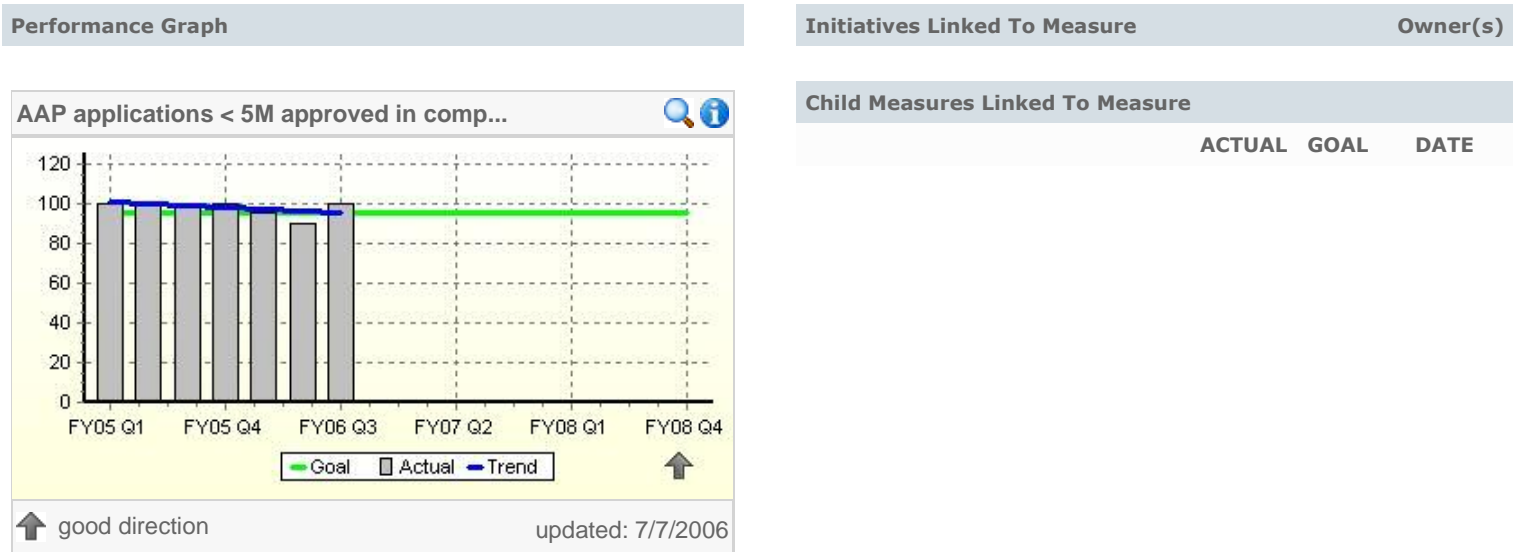
Child Measures Linked To Measure

ACTUAL GOAL DATE

AAP applications < 5M approved in compliance with Ordinance 98-30/Resolution 1049-93(% goal)

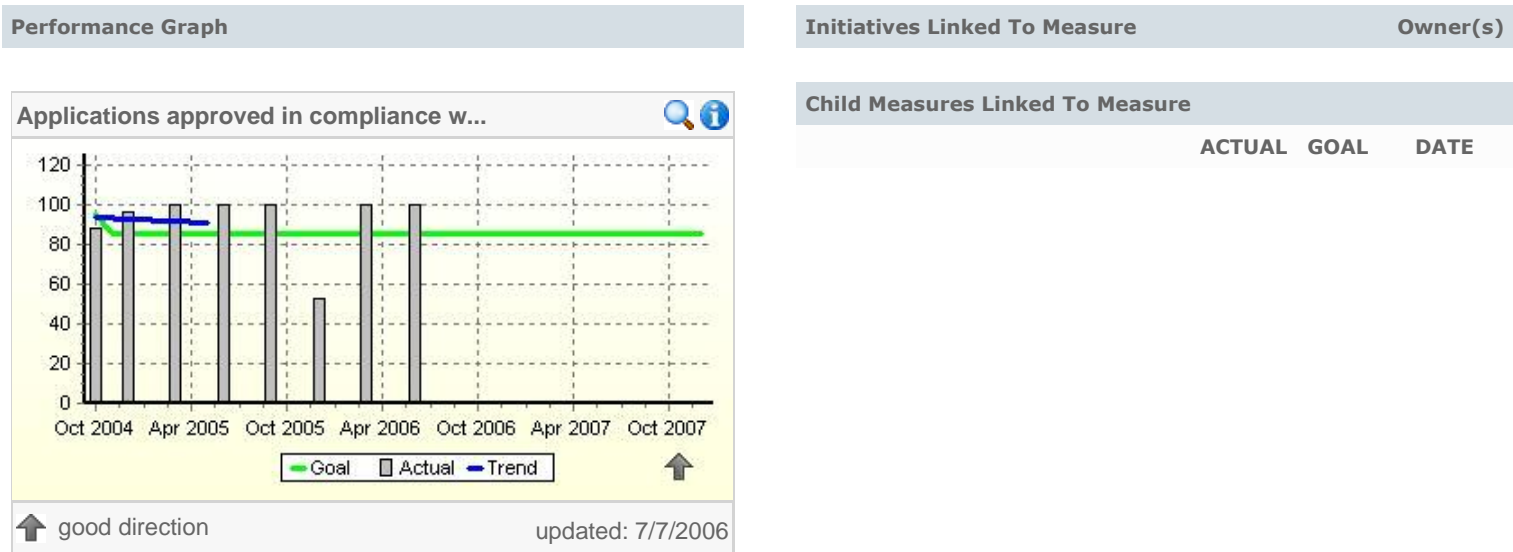
Marilyn McGill

Approve AAP applications with complete documentation within 5 days to achieve 95% level.



Applications approved in compliance with A.O. 3-39 (PQC) Marilyn McGill Teresa Sands

PQC = Pre-Qualification Certification, is the culmination of the various certification processes including AAP, technical certification and Business Entity Registration. Before a certificate is issued all components must be fulfilled. DBD's goal is to approve applications with complete documentation within 15 days to achieve 85% approval TAT and ennsures compliance of A&E firms with A.O. 3-39.



Applications approved in compliance with Ordinance 82-37 (A&E) Marilyn McGill Teresa Sands

Approve Architectural & Engineering (A&E) applications within 15 business days to achieve goal of 95%.

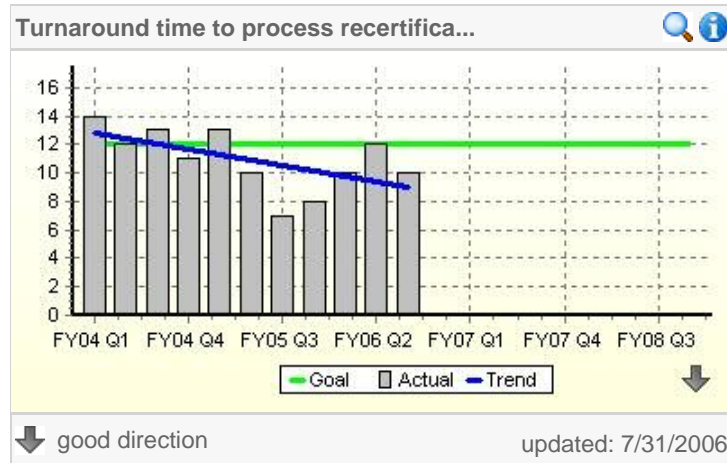


Turnaround time to process recertification applications for small businesses

Marilyn McGill Patricia Thomas

It is DBD's goal to review and approve applications (turnaround time) for small business recertification within 12 business days. Turnaround time is tracked by Oracle.

Performance Graph



Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

ACTUAL GOAL DATE

Turnaround time to process new certification applications for small businesses

Patricia Thomas Marilyn McGill

It is DBD's goal to review, approve and gradually decrease the time needed to approve new applications for small business certifications. The goal for FY 05/06 is 20 days. This turnaround time would only be applicable to those applications that have all the necessary documentation needed for approval. Turnaround time is calculated by Oracle.

Performance Graph



Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

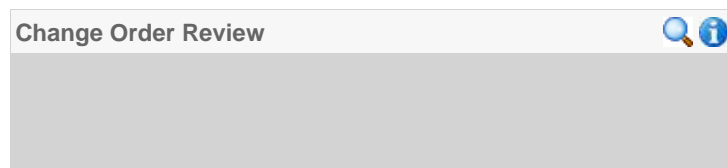
ACTUAL GOAL DATE

Change Order Review

Alina Hudak Marsha Jackman Marilyn McGill Sheri McGriff Tara Smith

DBD reviews and approves within three (3) days all change orders submitted by user departments to determine whether additional measures should be placed and to review compliance with the applicable ordinances.

Performance Graph

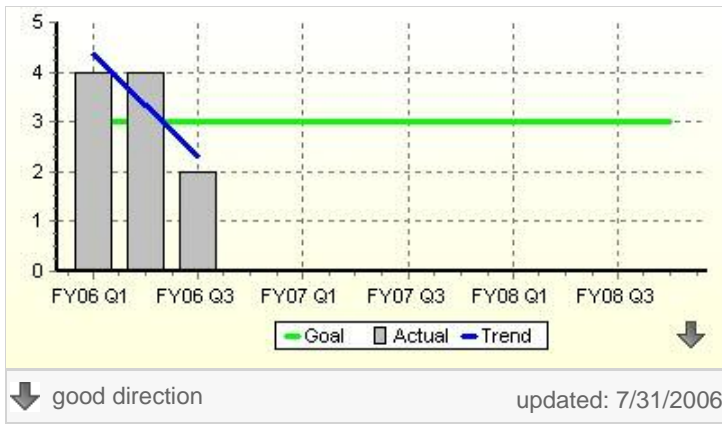


Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

ACTUAL GOAL DATE



Objective Name	Owner(s)
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Outreach/Workshops/Training/Certification/Mentoring Programs for Small Businesses

Marilyn McGill Patricia Thomas

Initiatives Linked To Objective	Owner(s)
---------------------------------	----------

Host Annual Small Business Conference - BAD

Marilyn McGill
Patricia Thomas

GrandParent Objectives

Parent Objectives

Measures	Owner(s)
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Outreach activities conducted to maintain and recruit small businesses in the County's small business programs

Marilyn McGill Patricia Thomas

The division plans community activities as part of the department's outreach efforts to recruit small businesses and encourage them to participate in County contracting opportunities.

Performance Graph



Initiatives Linked To Measure	Owner(s)
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Host Annual Small Business Conference - BAD

Marilyn McGill
Patricia Thomas

Implement aggressive marketing strategies - BAD

Marilyn McGill
Patricia Thomas

Private/Public Sector Business Seminars for small businesses - BAD

Marilyn McGill
Patricia Thomas

Re-establish Mentor-Protege Program - BAD

Marilyn McGill
Patricia Thomas

Child Measures Linked To Measure

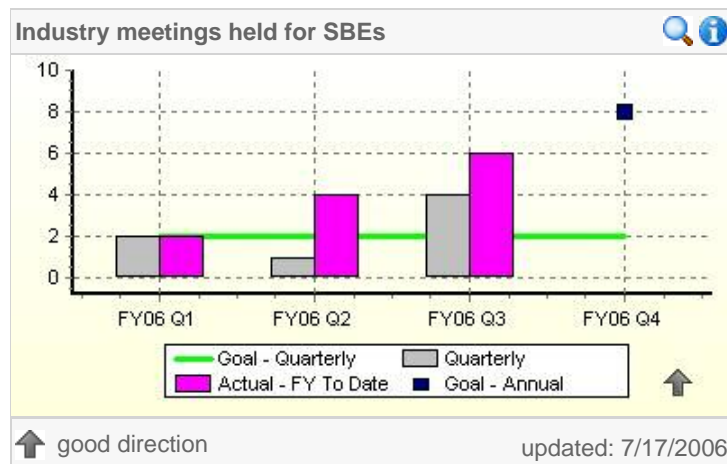
ACTUAL GOAL DATE

Industry meetings held for SBEs

Patricia Thomas Marilyn McGill

The FY05/06 goal is to conduct 8 industry meetings for SBEs. One SBE training workshop was conducted at which information about the County's small business program was distributed. However, it must be noted that development of program activities fell into the post-hurricane and the holiday season, so make-up of the other meetings will occur during the following quarters.

Performance Graph



Initiatives Linked To Measure	Owner(s)
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Child Measures Linked To Measure

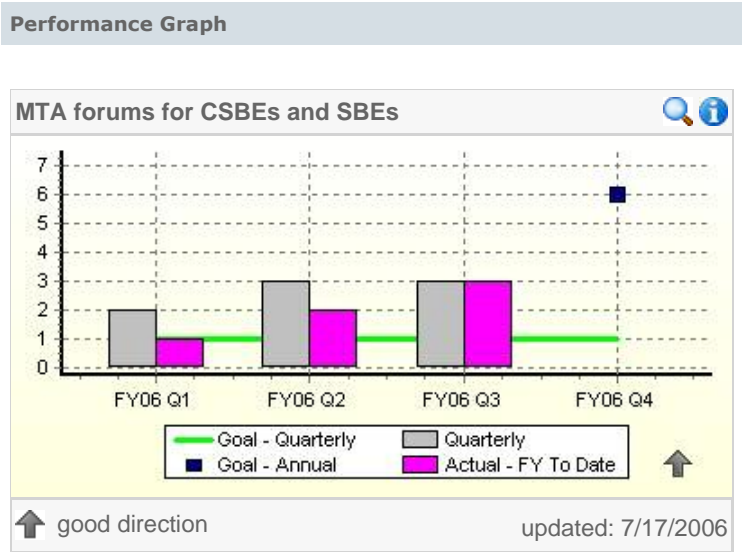
ACTUAL GOAL DATE

MTA forums for CSBEs and SBEs

Marilyn McGill Patricia Thomas

Management and Technical Assistance (MTA) forums are conducted bi-monthly. To achieve this goal, the Business Assistance Division advertises through flyers, mail-outs, County website and newsletters. Informational packages to familiarize firms with the County's bidding practices and contracting opportunities are also provided at forums and other avenues. The participation of other County departments is also coordinated through

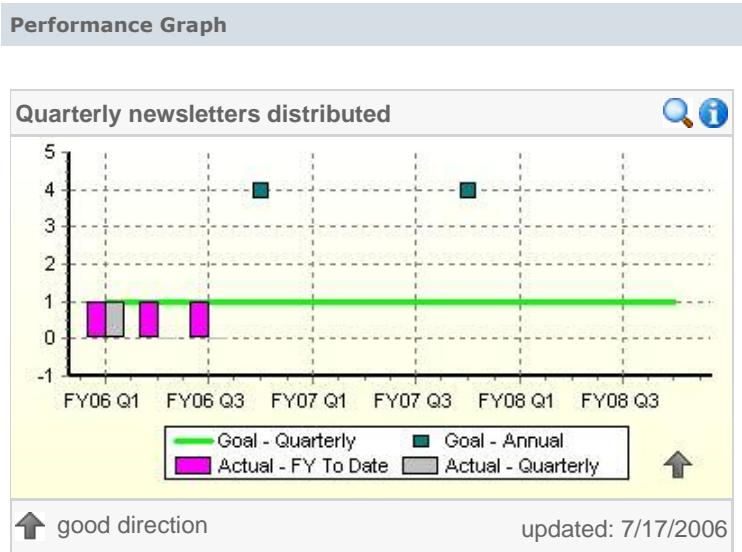
DBD to provide general information about contract requirements. BAD contacts CSBE and SBE firms for one-on-one and follow-up meetings to establish business profiles and to determine growth/concerns.



Initiatives Linked To Measure	Owner(s)
Child Measures Linked To Measure	
ACTUAL	GOAL
DATE	

Quarterly newsletters distributed Marilyn McGill Patricia Thomas

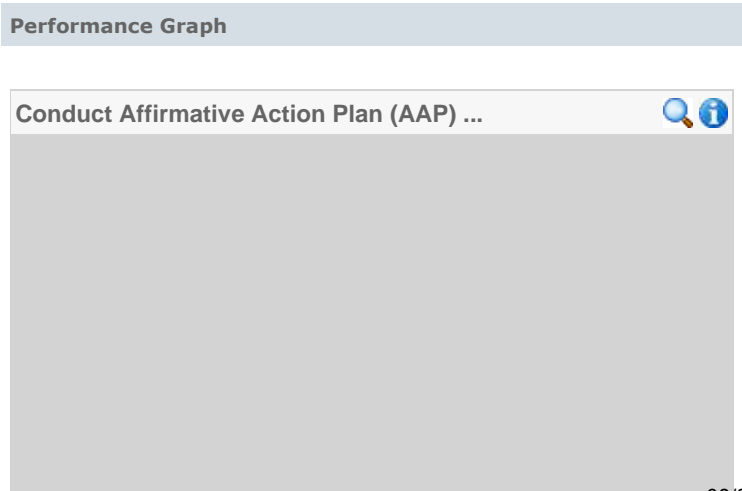
DBD's newsletter is scheduled for distribution on a quarterly basis and will be distributed to our certified firms and also to areas where small business owners frequent to keep them abreast and informed of the latest developments in DBD.



Initiatives Linked To Measure	Owner(s)
Child Measures Linked To Measure	
ACTUAL	GOAL
DATE	

Workshops/Seminars Marilyn McGill Teresa Sands

Workshops will be presented for Anti-Discrimination, the Small Business Enterprise (SBE) program, Affirmative Action Plans (AAP), Living Wage program and Bonding and Financial Assistance programs.



Initiatives Linked To Measure		Owner(s)		
Living Wage Commission - DO		Marilyn McGill		
Child Measures Linked To Measure				
		ACTUAL	GOAL	DATE
	Affirmative Action Plan (AAP) Workshops	6	1	FY06 Q3
	Anti-Discrimination Workshop	2	2	FY06 Q3
	Living Wage Workshops	0	0	FY06 Q3
	Surety Bond Mentorship Program Workshops	3	4	FY06 Q3

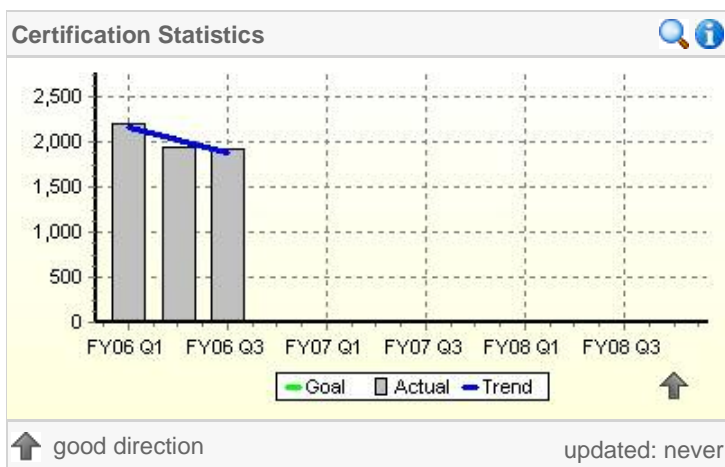


Certification Statistics

Marilyn McGill John Sarduy

Miami-Dade County offers several classifications in which small business can become certified to participate in county awarded contracts. By maintaining these certifications, these firms are always in a "ready" mode to be involved in contracts that can expand their expertise and businesses which will eventually result in increased participation.

Performance Graph



Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

	ACTUAL	GOAL	DATE
Community Small Business Enterprise (CSBE) Certificaton	318	n/a	FY06 Q3
Small Business Enterprise (SBE) Certification	81	n/a	FY06 Q3
Community Business Enterprise (CBE) Certifications	133	n/a	FY06 Q3
Micro-Business Enterprise (ME) Certification	515	n/a	FY06 Q3
Local Development Business (LDB) - Certification	29	n/a	FY06 Q3
Local Small Car Rental (LSCR) Certification	2	n/a	FY06 Q3
Disadvantaged Business Enterprise (DBE) Certification	839	n/a	FY06 Q3
BBE Certifications	1	n/a	FY06 Q3
HBE Certifications	0	n/a	FY06 Q3
WBE Certifications	0	n/a	FY06 Q3

Objective Name	Owner(s)
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Bonding/Financial/Claims Assistance Programs

Marilyn McGill Sheri McGriff Department of Business Development

Initiatives Linked To Objective	Owner(s)
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GrandParent Objectives

Parent Objectives

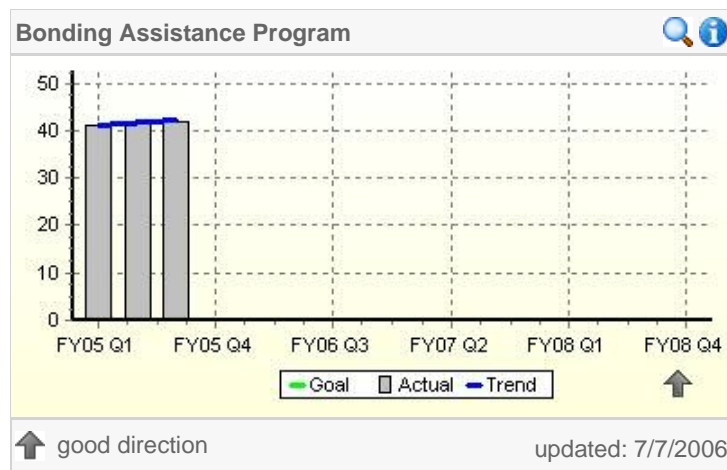
Measures	Owner(s)
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Bonding Assistance Program

Marilyn McGill

It is DBD's goal to assist all firms to achieve bonding and as such therefore some initiatives for the bonding assistance during FY05/06 will be to present a resolution to the Board of County Commissioners regarding the Broadlands bond mentorship program and once approved to implement the training program which will result in having more firms qualified for bonding. Additionally, DBD provides help to obtain financial assistance by determining a firm's financial needs and credit-worthiness.

Performance Graph



Initiatives Linked To Measure	Owner(s)
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Child Measures Linked To Measure

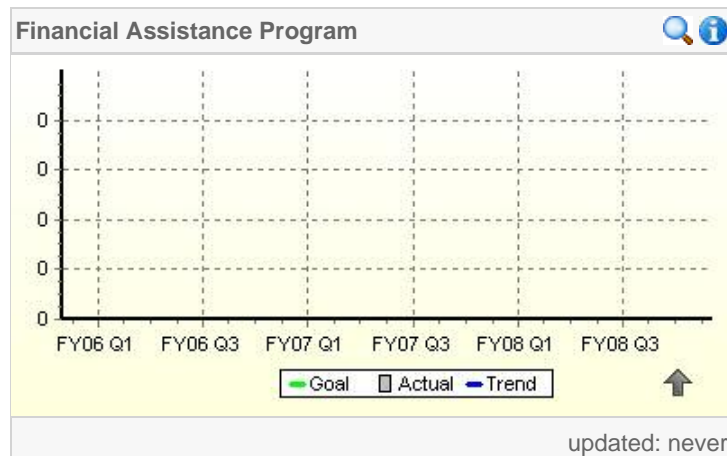
	ACTUAL	GOAL	DATE
Surety Bond Mentorship Program Workshops	3	4	FY06 Q3

Financial Assistance Program

Marilyn McGill

Community Small Business Enterprise (CSBE) and Small Business Enterprise (SBE) firms often face the burden of financing projects over extended periods of time or lack the start-up capital to begin a project. Without adequate support from financial institutions, this burden can lead to contract defaults or eventually put these firms out of business. The County seeks to remedy this situation for those certified in our small business programs.

Performance Graph



Initiatives Linked To Measure	Owner(s)
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Child Measures Linked To Measure

	ACTUAL	GOAL	DATE
Accounting Services Reimbursement Program	n/a	n/a	
Expedited Payment Program (EPP)	0	n/a	FY06 Q3
Small Business Contract Lending Program	0	n/a	FY06 Q3

North Terminal Development Claims Program for CSBEs

Marilyn McGill

The BCC mandated that CSBEs who participated in the NTD project that have valid unpaid claims should be paid. Therefore, this program has been implemented to assist CSBEs in preparing their claims for work completed on the NTD construction project. Firms will be assisted during preparation phases in order to provide reasonable and necessary documentary support required to demonstrate entitlement and costs of any claims asserted in

accordance with the certification and requirements of the Miami Dade County False Claims Ordinance.

Performance Graph



Initiatives Linked To Measure Owner(s)

Child Measures Linked To Measure			
	ACTUAL	GOAL	DATE

Objective Name**Owner(s)**

Customer-friendly environment for regulated businesses and entities doing business with Miami-Dade County-DBD

Marilyn McGill

Initiatives Linked To Objective**Owner(s)****GrandParent Objectives**

Create a more business-friendly environment in Miami-Dade County

Parent Objectives

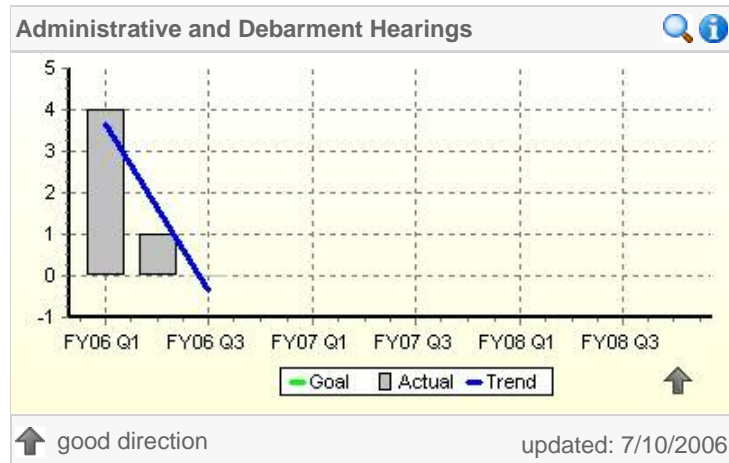
(ED4.2) Customer-friendly environment for regulated businesses and entities doing business with Miami-Dade County (priority outcome)

Measures**Owner(s)**

Administrative and Debarment Hearings

Marilyn McGill Teresa Sands

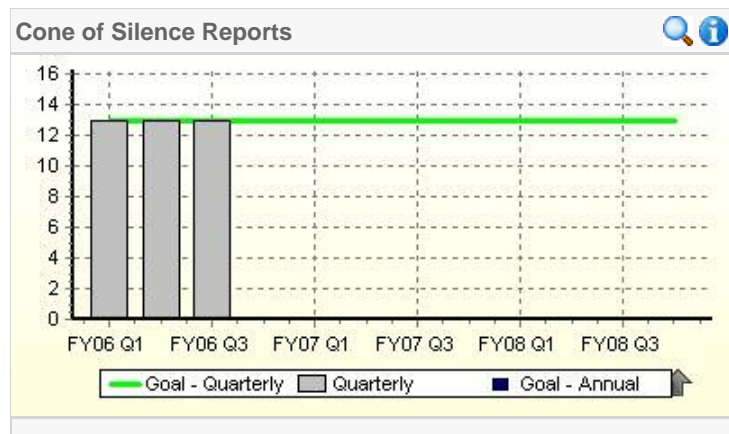
Administrative hearings are held when firms are found in violation and an appeal has been requested. Small business violations for procurement and A&E go before the County's Review Committee. Hearing for wage related issues go before an Administrative Hearing Officer. In the of case debarments, the action is initiated by a County department and not DBD. Therefore, although a department's request is filed with DBD, the pursual of the actual debarment proceeding is contingent upon the requesting department taking action of its case.

Performance Graph**Initiatives Linked To Measure****Owner(s)****Child Measures Linked To Measure****ACTUAL GOAL DATE**

Cone of Silence Reports

Marilyn McGill Sheri McGriff

The Cone of Silence Projects Report lists all of the contracts affected by the County's Cone of Silence ordinance and shows the dates during which the Cone of Silence is to be in effect. These reports are issued weekly. It is the policy of Miami-Dade County that a "Cone of Silence" be established on all County competitive selection processes including: · Request for Proposals (RFPs) · Requests for Qualifications (RFQs), and · Bids for the provision of goods and services The Cone of Silence prohibits any communication regarding a particular RFP, RFQ or bid solicitation after they have been advertised. This Cone of Silence is designed to protect the professional integrity of the procurement process by shielding it from undue influences prior to the recommendation of contract award. It establishes a disciplinary and/or penalty process for those who violate the Cone of Silence. The Cone of Silence is terminated at the time when the County Manager issues a written recommendation to the Board of County Commissioners, or at the time when the issuing department issues its written recommendation to the Manager when the award is within the Manager's delegated authority.

Performance Graph**Initiatives Linked To Measure****Owner(s)****Child Measures Linked To Measure****ACTUAL GOAL DATE**

Selection Committees

Marsha Jackman Marilyn McGill

DBD establishes and maintains a pool of Selection Committee members that reviews bid proposals as mandated by the BCC, and ensures that committees are balanced with regard to ethnicity and gender.

Performance Graph



Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

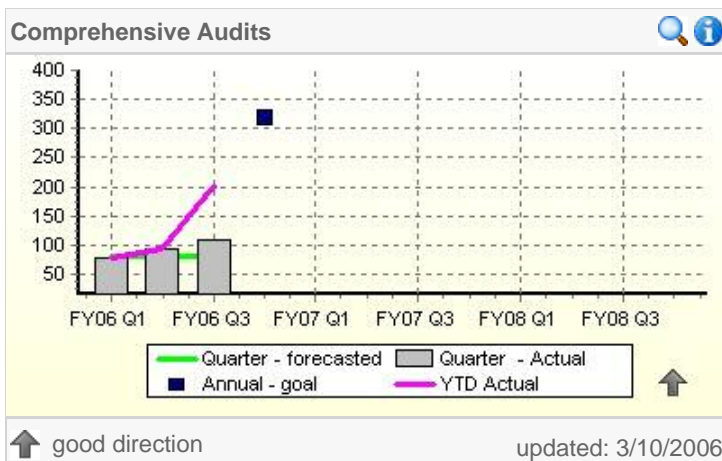
ACTUAL GOAL DATE

Comprehensive Audits

Alice Hidalgo-Gato Sheila Martinez Marilyn McGill

Comprehensive audits are issued for all construction, procurement and A&E projects to ascertain compliance of firms awarded or working on designated projects. Audit activities include site interviews that are conducted as verification of participation, reviewing payrolls, and requesting financial documentation.

Performance Graph



Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

ACTUAL GOAL DATE

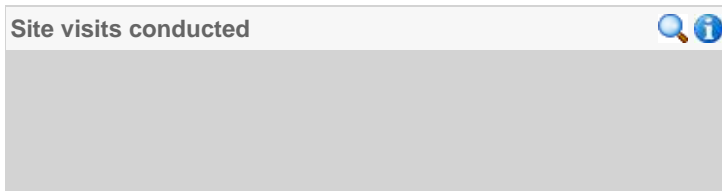
▲ Comprehensive audits conducted for construction projects with measures	28	20	FY06 Q3
▲ Comprehensive audits conducted for construction projects with wage requirements	30	25	FY06 Q3
▲ Comprehensive audits conducted for procurement projects with wage requirements	35	20	FY06 Q3
▲ Comprehensive audits for procurement projects with measures	15	15	FY06 Q3

Site visits conducted

Alice Hidalgo-Gato Sheila Martinez Marilyn McGill

The practice of conducting site visits is one of the means by which the monitoring process is accomplished. It is an important function, as it is only through it we can verify that designated firms meeting goals are actually participating and employees are working in their assigned classifications and confirming designated pay rates. Site visits are conducted only part of a work week.

Performance Graph



Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

ACTUAL GOAL DATE



Objective Name	Owner(s)
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Graduated Firms in the small business programs

Alina Hudak Marilyn McGill Patricia Thomas

Initiatives Linked To Objective	Owner(s)	GrandParent Objectives
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Parent Objectives

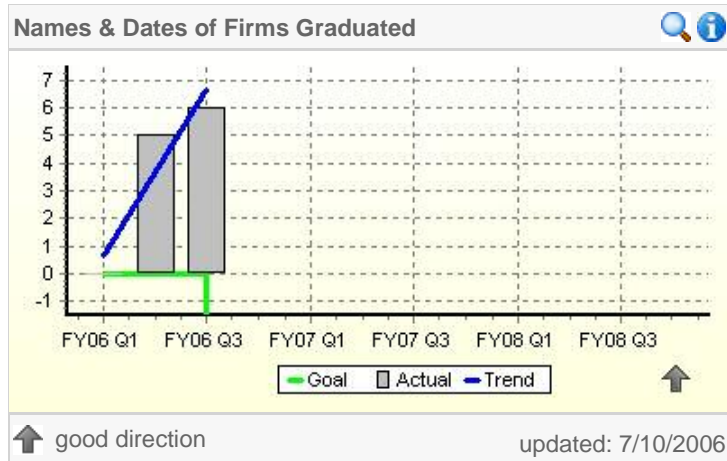
Measures	Owner(s)
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Names & Dates of Firms Graduated

Marilyn McGill Patricia Thomas

Juliana Enterprises, Inc. DBA Power Pro - 2/13/06 Enterprise Technology Partners, LLC -- 2/6/06 Manuel G. Vera & Assc.Inc. 3/2/06 Amion Enterprises International - 2/28/06 TotalPack, inc. 3/1/06 ARFRAN, L.I. Inc. 3/29/06 ARFRAN, II, INC. 4/7/06 METRO TRUCKING COMPANY 4/5/06 DDA ENGINEERS, P.A. 4/10/06 APAC GROUP, INC. 4/28/06 WRP & ASSOCIATES, INC. 5/22/06 V.I.P. WINE CLUB, INC. 6/9/06

Performance Graph	Initiatives Linked To Measure	Owner(s)
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Child Measures Linked To Measure

ACTUAL GOAL DATE

Objective Name**Owner(s)**

Small Business Enterprise Participation Statistics

Marilyn McGill Department of Business Development

Initiatives Linked To Objective**Owner(s)****GrandParent Objectives****Parent Objectives****Measures****Owner(s)**

Percentage of value of contracts awarded to certified small businesses (cumulative)

Marilyn McGill

The percentage is derived from calculating the cumulative amount of participation dollars against the total amount of open county contracts dollars. - need explanation

Performance Graph**Initiatives Linked To Measure****Owner(s)****Child Measures Linked To Measure**

	ACTUAL	GOAL	DATE
Percentage value (\$) of contracts awarded to certified small businesses (quarterly)	12 %	n/a	FY06 Q3
Percent of certified small businesses participating on open contracts (quarterly)	18 %	n/a	FY06 Q3
Percent of awarded open projects with certified small businesses participating (quarterly)	59 %	n/a	FY06 Q3
Percent of all currently open projects awarded to small business primes and subcontractors (quarterly)	6 %	n/a	FY06 Q3
Percent of all open projects awarded to small business primes and subcontractors (cumulative)	18 %	n/a	FY06 Q3

Total \$ Amount of Open County Contracts (cumulative)

Marilyn McGill

Performance Graph**Initiatives Linked To Measure****Owner(s)****Child Measures Linked To Measure**

	ACTUAL	GOAL	DATE
Total \$ amount of open county contracts (quarterly)	481,991,392	n/a	FY06 Q3

Total number of certified small business enterprises participating in county contracts

Marilyn McGill

This tally is for county contracts that are currently open.

Performance Graph



Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

	ACTUAL	GOAL	DATE
Number of open county contracts awarded during 4/1/2006-6/30/2006	389	n/a	FY06 Q3
Total number of currently certified sub-contractors on open contracts (cumulative)	392	n/a	FY06 Q3
Total number of currently certified prime contractors on open contracts (cumulative)	293	n/a	FY06 Q3
Number of contracts awarded to prime contractors certified as a small business enterprise (quarterly)	192	n/a	FY06 Q3
Certified primes contractor working on open projects (quarterly)	86	n/a	FY06 Q3
Number of contracts awarded to subcontractors certified as a small business enterprise (quarterly)	36	n/a	FY06 Q3
Certified subcontractors working on open projects (quarterly)	61	n/a	FY06 Q3
Number of certified small business firm participating in open contracts (quarterly)	147	n/a	FY06 Q3
Number of open county contracts (cumulative)	3,782	n/a	FY06 Q3
Number of currently certified small businesses (quarterly)	808	n/a	FY06 Q3

Value of contracts awarded to small business enterprises as prime contractors (quarterly)

Marilyn McGill Cynthia Curry

This is the 3rd quarter total \$ of participation for firms currently certified as a small business enterprise with Miami-Dade County.

Performance Graph



Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

	ACTUAL	GOAL	DATE
Contracts awarded to prime contractors (cumulative)	\$450,999,011	n/a	FY06 Q3

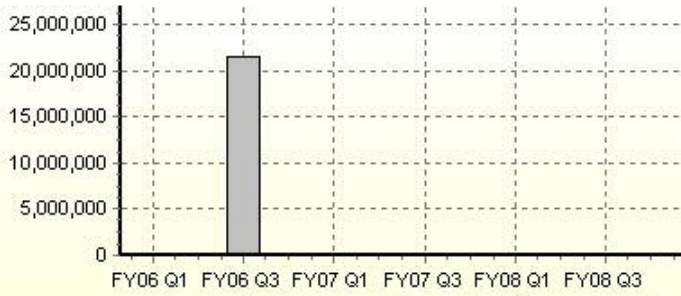
Value of contracts awarded to small business enterprises as sub-contractors (quarterly)

Marilyn McGill

The numbers are for firms currently certified as a small business enterprise with Miami-Dade County. Sub-contractors can only be: CBE, CSBE, MICR or SBE. Cumulative total. This is the 3rd quarter total \$ of participation for firms currently certified as a small business enterprise with Miami-Dade County.

Performance Graph

Value of contracts awarded to small bu...



Goal Actual Trend



↑ good direction

updated: 7/12/2006

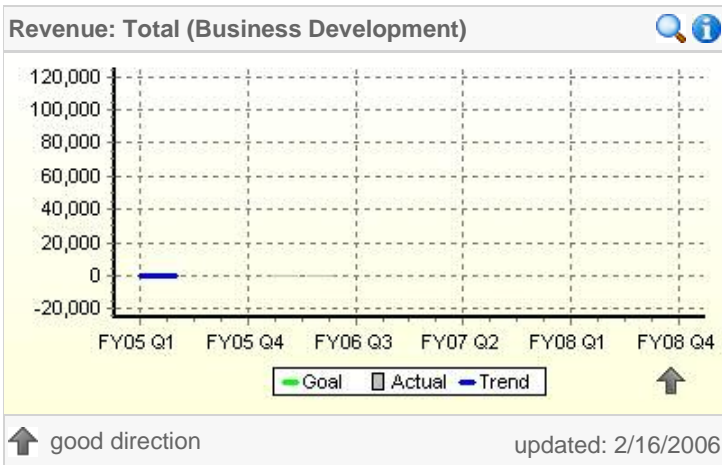
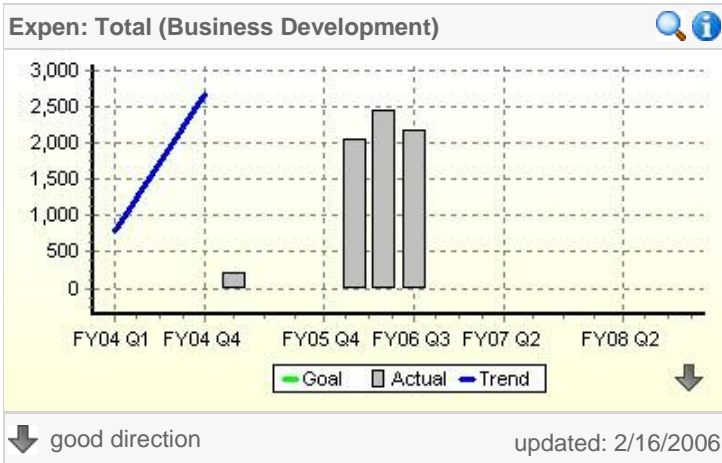
Initiatives Linked To Measure

Owner(s)

Child Measures Linked To Measure

	ACTUAL	GOAL	DATE
Contracts awarded to sub-contractors (cumulative)	\$309,713,353	n/a	FY06 Q3

Financial

Objective Name		Owner(s)	
Meet Budget Targets (Business Development)		Rosella Dore Marsha Jackman Sheri McGriff	
Initiatives Linked To Objective		Owner(s)	
GrandParent Objectives			
Planned necessary resources to meet current and future operating and capital needs (priority outcome)			
Parent Objectives			
(ES8.2.1) Meet Budget Targets			
Measures		Owner(s)	
Revenue: Total (Business Development)		Sheri McGriff Rosella Dore Marilyn McGill	
Total revenue in \$1,000s (from FAMIS)			
Performance Graph			
<div>Revenue: Total (Business Development)</div>  <div>↑ good direction updated: 2/16/2006</div>			
Initiatives Linked To Measure		Owner(s)	
Child Measures Linked To Measure			
	ACTUAL	GOAL	DATE
❑ DBD Capital Working Fund	\$0	\$1,747	FY06 Q2
❑ DBD Carryover	0	157	FY06 Q2
❑ DBD Certification Fees	\$18	\$16	FY06 Q3
❑ DBD UMSA General Fund	\$0	\$93	FY06 Q2
❑ Revenue: CW Gen Fund (Business Development)	\$0	\$197	FY06 Q2
Initiatives Linked To Measure		Owner(s)	
Child Measures Linked To Measure			
	ACTUAL	GOAL	DATE
❑ Expen: Other Operating (Business Development)	498	502	FY06 Q3
Expen: Personnel (Business Development)	\$1,665	n/a	FY06 Q3
❑ Expen: Capital (Business Development)	\$16	\$17	FY06 Q3
Performance Graph			
<div>Expen: Total (Business Development)</div>  <div>↓ good direction updated: 2/16/2006</div>			

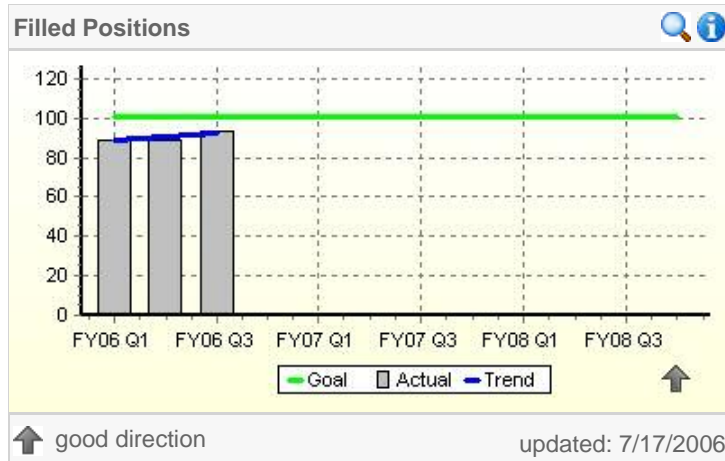
Objective Name	Owner(s)
Filled/Vacancy Report	Marilyn McGill

Initiatives Linked To Objective	Owner(s)	GrandParent Objectives
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Parent Objectives

Measures	Owner(s)
Filled Positions	Marilyn McGill

Performance Graph	Initiatives Linked To Measure	Owner(s)
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Child Measures Linked To Measure			
	ACTUAL	GOAL	DATE

Temporary positions	Marilyn McGill
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Performance Graph	Initiatives Linked To Measure	Owner(s)
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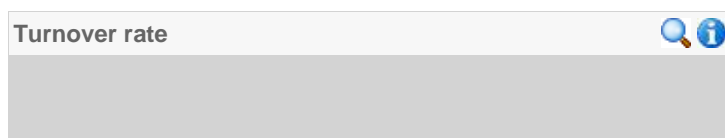


Child Measures Linked To Measure			
	ACTUAL	GOAL	DATE

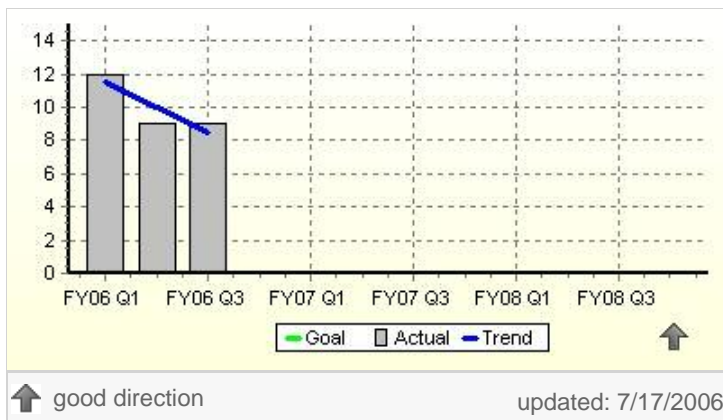
Turnover rate	Marilyn McGill
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DBD lost two staff members in the first quarter of FY 05/06 one to the private sector and another to moving from S.FI.

Performance Graph	Initiatives Linked To Measure	Owner(s)
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Child Measures Linked To Measure			
	ACTUAL	GOAL	DATE



Vacancy positions

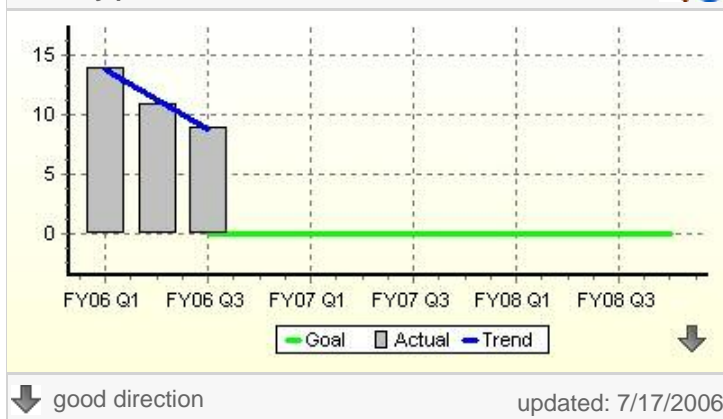
Marilyn McGill Sheri McGriff

Performance Graph

Initiatives Linked To Measure

Owner(s)

Vacancy positions



Child Measures Linked To Measure

ACTUAL GOAL DATE

Objective Name		Owner(s)
Technology projects completed as planned - Bus. Dev.		Marilyn McGill Department of Business Development
Initiatives Linked To Objective	Owner(s)	GrandParent Objectives
Develop and implement new MTA application - MIS	Marilyn McGill Sheri McGriff	Capitalize on technology to improve service, increase efficiency and provide greater information access and exchange
Develop /Implement Bonding and Financial Interface - MIS	Marilyn McGill Sheri McGriff	
Develop/Implement NIGP countywide .NET application - MIS	Marilyn McGill Sheri McGriff	Parent Objectives (ES4.5) Technology projects completed as planned
Electronic Data Management System (EDMS) - MIS	Marilyn McGill Sheri McGriff	
Equitable Distribution Program (EDP) Restructure - MIS	Marilyn McGill Sheri McGriff	
Develop/Implement SBE/Micro Justification System	Marilyn McGill Sheri McGriff	
Develop/Implement Interface for DBD & Building Dept. - MIS	Marilyn McGill Sheri McGriff	
Analyze/Design Handheld Applications - MIS	Marilyn McGill Sheri McGriff	
Develop/Implement new Work History Report - MIS	Marilyn McGill Sheri McGriff John Sarduy	
Measures		Owner(s)

Learning and Growth

Objective Name	Owner(s)
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Retention of excellent employees - Bus. Dev.

Marilyn McGill Sheri McGriff Department of Business Development

Initiatives Linked To Objective	Owner(s)	GrandParent Objectives
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Attract, develop and retain an effective, diverse and dedicated team of employees

Parent Objectives

(ES5.2) Retention of excellent employees

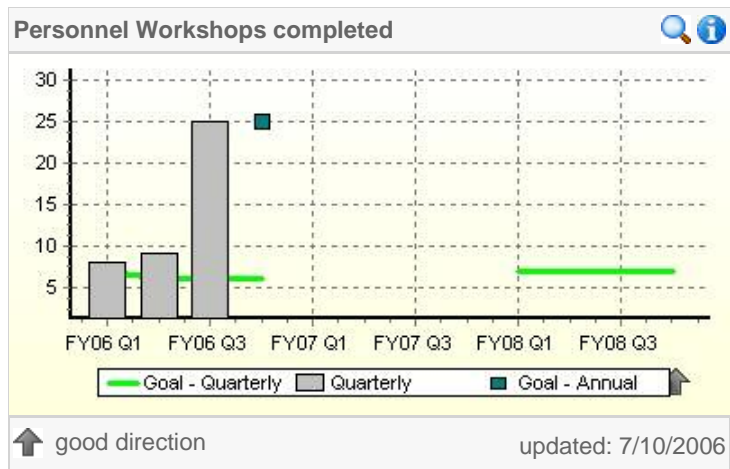
Measures	Owner(s)
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Training/Seminars/Workshops - Departmental Level

Marilyn McGill Sheri McGriff

The personnel unit continues to develop training opportunities and workshops to provide employees with increased proficiencies in customer service, compliance monitoring and to and boost morale, build staff camaraderie and relieve stress.

Performance Graph	Initiatives Linked To Measure	Owner(s)
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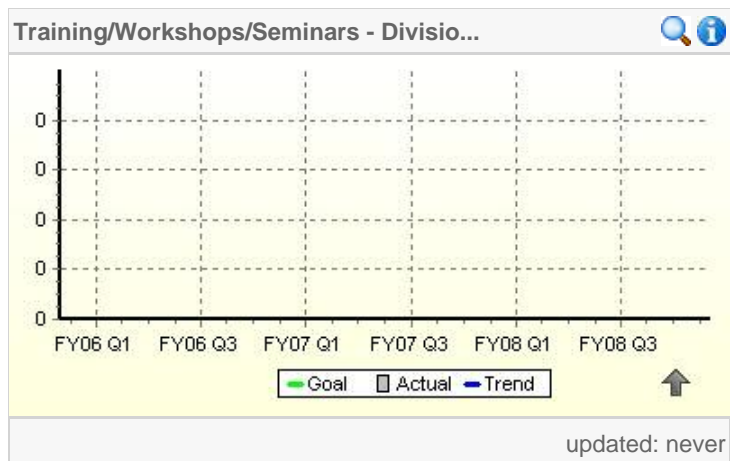


Child Measures Linked To Measure		
ACTUAL	GOAL	DATE

Training/Workshops/Seminars - Divisional Level

Marilyn McGill

Performance Graph	Initiatives Linked To Measure	Owner(s)
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Child Measures Linked To Measure	ACTUAL	GOAL	DATE
Administration & Finance Staff Development	n/a	n/a	
Business & Professional Development Division Staff Development	n/a	n/a	
Professional Support Services Division Staff Development	n/a	n/a	